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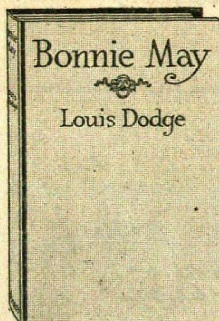
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NEW YORK, August 12, 1916

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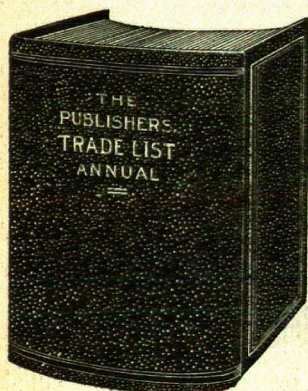
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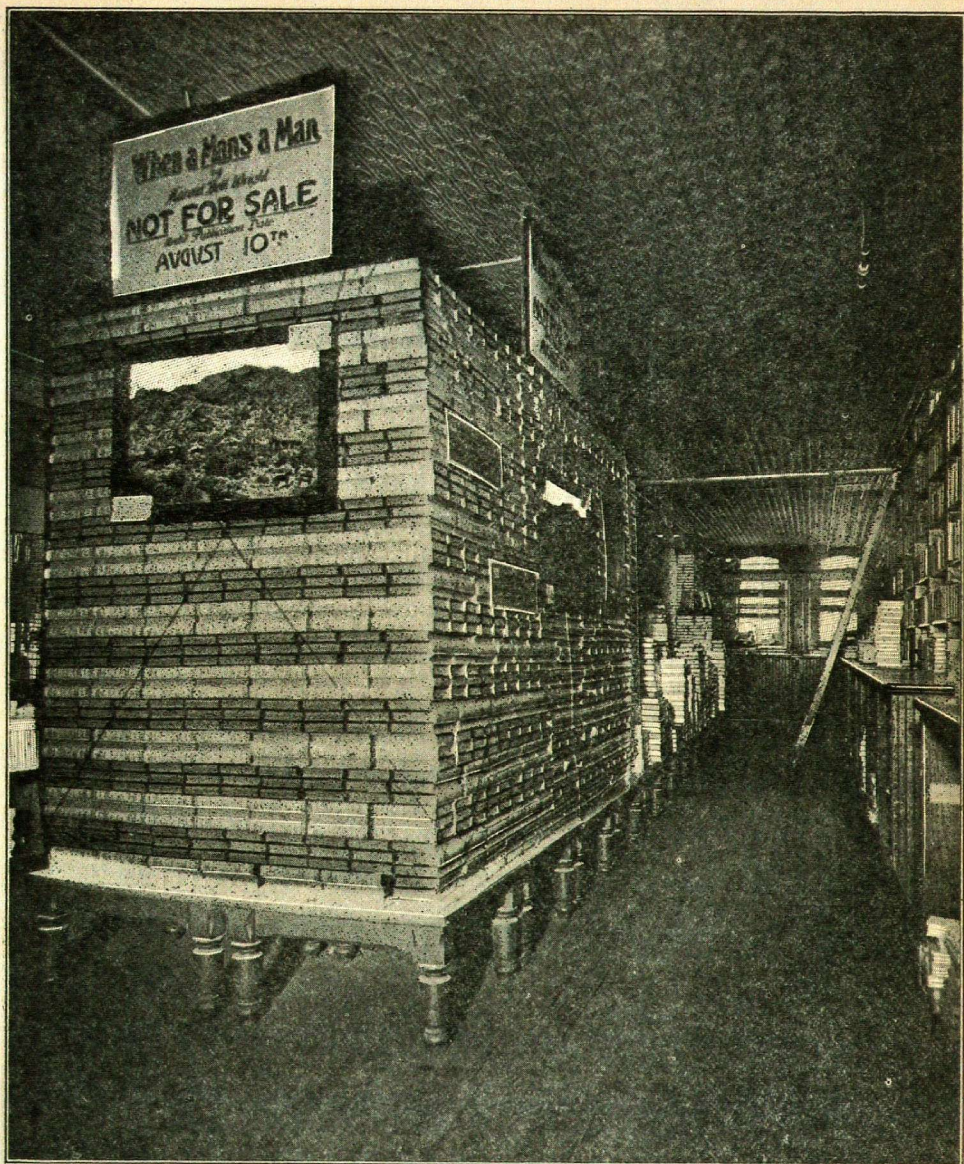
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By the Author of "North of Fifty-Three"

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By Bertrand W. Sinclair

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And the cook in a camp in them old days had a damn hard row to hoe-i-oh!
Had a damn hard row to hoe."*

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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

August 12, 1916

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"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

LITIGATION VS. ARBITRATION.

THE book-trade, publishing and retail, is probably more free than most from the curse of litigation. Differences of opinion arise, of course, ripen into disputes, occasionally into suits at law; but the clients of our trade are, as also—we flatter ourselves—its members are, generally speaking, reasonable and intelligent folk. Acute differences less* seldom arise therefore; and when they arise we believe are more often settled out of hand.

There is little denying that the "law's delay," the vexatious red-tape and interminable circumlocution that is the chief characteristic of our American judicial procedure, only too often plays directly into the hand of the dead-beat and the swindler. The poor man is too poor to go to law; the rich man legally browbeats him. The dishonest debtor, the crooked creditor flies to the law, the devious kinks of which, or so many of them as fit his own case, he is generally familiar with; the average business man, who has a wholesome and justified dread of litigation, submits to the grossest injustice, the most bare-faced "compromise," rather than meet the litigant's challenge.

To the average business man our legal procedure seems to have been contrived to make the judicial settlement of any question a thing as remote and expensive as possible. He shrinks from the months and years of worry and delay he knows he must face, a delay during which his data become lost, his witnesses die or are lost track of, his memory of his facts grows vague and his enthusiasm for justice grows cold as his legal costs mount higher. Is it little wonder that business men as a class turn eagerly to the suggested relief of arbitration. All any business man wants is a reasonably just and prompt decision.

To afford such arbitrational relief is one of the reforms that have attracted a good deal of serious attention from our larger business associations and boards of trade. Yet not as many business men as should be are familiar with the means of relief which are often immediately at their service. For instance, how many of the New York City trade are familiar with the careful system of arbitration worked out by the Committee on Arbitration of the Chamber of Commerce of the State of New York?

Under this plan both sides to a controversy may agree on a single arbitrator from a list of names appointed by the Chamber; or each side may appoint a man from this list, the two to select a third; or the case may be arbitrated by the Chamber's own appointed Committee on Arbitration. The Chamber provides rooms for hearings and necessary papers free of charge. Each side meets the expense of its own witnesses. The only other costs are for a stenographer and the reasonable fees of the arbitrators themselves. Each party pledges himself in the following form to abide by the decision (unless fraud, corruption or clear prejudice was shown):

A controversy, dispute or matter of difference between the undersigned having arisen and relating to a subject matter the nature of which, briefly stated, is as follows: (Here follows a statement of the case.)

We do hereby voluntarily submit the same and all matters concerning the same to as Arbitrator, selected by us from the "List of Official Arbitrators," compiled and established by the Committee on Arbitration of the Chamber of Commerce of the State of New York, for hearing and decision pursuant to the By-Laws of the Chamber of Commerce of the State of New York, and the Rules and Regulations adopted by the Committee on Arbitration of the Chamber of Commerce, and pursuant to Chapter 17, Title VIII, of the State of New York, and we agree to stand to, abide by and perform the decision, award, orders and judgment that may therein and thereupon be made under, pursuant and by virtue of, this submission.

And we do further agree that a judgment of the Supreme Court of the State of New York may be entered in any County in the State of New York thereon.

We do also in all respects waive any right to withdraw from or revoke this submission after the arbitrator or arbitrators accept their appointment hereunder, hereby expressly and specifically waiving the provisions of Section 2383 of the Code of Civil Procedure.

There are two respects, however, in which the standing of arbitration should be strengthened: first, agreements to arbitrate should be enforceable; second, the refusal of one party to a suit to arbitrate should create a legal as well as a moral presumption against the justice of his demand.

Two cases coming to our attention within the last two years are in point. A well known publisher became involved in a dispute with

one of his authors. Their contract contained an explicit clause providing clearly that in the event of any such difference of opinion, resort should be had to arbitration for settlement. The author chose, however, to ignore this clause entirely and to enter a suit. And, despite the fact that many suits are little more than thinly disguised blackmail, it is, we believe, a settled legal principle that no man can by contract to arbitrate impair his own "divine right to sue."

In the other case a publishing house, acting practically as the publishing agent for a supposedly reputable society, found itself saddled with a printer's bill following the abrupt termination of its contract with the society. In the contract were clearly defined provisions arranging for the arbitration of any dispute which might arise under it. Yet the society has delayed for over two years the carrying out of these arbitration provisions, and has finally, ignoring its agreement to arbitrate, invited the publishers to bring suit for settlement if they wish. The publishers feel sure of the justice of their claim; they are perfectly willing to leave it to arbitration; but, legally, their only present recourse seems a suit at law.

THE worldwide rising costs of paper have brought the buyers of news paper a curious anomaly, somewhat in the nature of a "hoist on their own petard." One of the conditions under which news print paper was put on the recent tariff free list was that this paper from a foreign country could come into the United States free, providing its value at the point of shipment did not exceed two and one-half cents. The purpose of this clause was to provide for the free admission of news paper only, the newspapers having sufficient influence to gain their point over the manufacturers, while other buyers of paper were relatively helpless. At the present time most of our imports of news paper come from Canada; in fact, we are by far the largest customer of Canadian paper, Canada itself using relatively little. The temptation to the manufacturers to ask their Canadian consumers to pay more than two and one-half cents is at this time naturally very strong. If, however, the Canadian price for home consumption reaches the two and one-half cent point, then automatically the shipments of news paper into the United States would become dutiable, because the United States tariff law provides for the free importation of paper valued at not

over two and one-half cents. As most of these shipments are going out of Canada on contract, the Canadian manufacturers would then be confronted with the payment of this duty. A careful calculation evidences at once the fact that of the two dilemmas, the Canadian manufacturers can better afford to continue to sell for Canadian consumption at not above two and one-half cents at the mill than to exceed this price and be confronted with the duty into the States. It is rather curious that Canadian consumers should thus be favored by an American tariff provision.

NEWS PRINT PAPER MILLS CLAIM EVERY EFFORT TO MEET DEMAND

THE news print paper manufacturer's side of the present paper situation is given at some length in a recent article in the *New York Sun*. Although book and periodical publishers are not consumers of news paper, and although conditions in the book paper field are not nearly as acute as they are in the news paper field, yet the figures cited, in the absence of definite figures from manufacturers of book and periodical papers, are of interest to every consumer of paper. The figures attempt no explanation for the great increase they seem to show in the trade demand for paper, an increase of which the publishers themselves see no evidence.

At the present time, according to F. G. Steele, secretary of the News Print Manufacturers, in the United States and Canada fifty mills are working three shifts of men eight hours daily and six days a week. These are news print paper mills only. Their output for June—the last compilation—was 140,151 tons, representing 95.4 per cent. of their maximum production, the highest efficiency ever attained in the industry. This output represents an increase of 27,000 tons a month over the mark for June, 1915, but even this tremendous increase has been insufficient to feed the demand. Full production has had to be augmented by 5000 tons more a month, which was drawn from a rapidly depleting reserve stock.

Surplus stock has been swallowed up at this rate for several months now. At the end of June only 65,194 tons remained in storehouses that at the same time last year held 92,967 tons. The minimum is in sight, appreciation of which fact brought the newspaper publishers to their agreement on August 1.* Were production to cease to-day, there is not enough news print paper stored to keep newspapers alive for ten days. It has been necessary for the publishers' mutual good and the benefit of the news-reading public to curb the tendency toward increasing the size of papers at this time of year.

It may be asked, "Why did not the paper manufacturers anticipate this tremendous in-

*To decrease number of pages. See P. W., Aug. 5.

crease in demand?" They did, so far as it was humanly possible to anticipate prosperity. Since June, 1915, there has been added to the news print paper mills of this country and Canada 15 per cent. more facilities for turning wood into paper.

The mills are at the peak of their capacity. They can turn out no more, although they have the materials and the men.

With machinery making this record, men operating the day around, and every other aid given to production, still the outlook for the fall fails to brighten. New mills cannot be put up in weeks or even months; generally, it takes a year and a half to get a mill working. New machines have been ordered; in a few weeks several that turn out fifty tons a day will be in operation. But these, added to the machines now producing, cannot save the situation at the present rate of consumption. Machinery cannot be ordered in wholesale lots at the present time, with most of the big steel plants turning out munitions in preference to wood grinders.

The following statement on production and shipment for June, compiled by G. F. Steele, secretary of the News Print Manufacturers' Association, affords an understanding of the strides taken by the industry in the last year:

NEWS PRINT PAPER

UNITED STATES MILLS

	Maxi- mum in Tons. Month.	Actual in Tons. Month.	Total Tons During Month.	Total Stocks on Hand.
1915—				
Year ave.....	1,232,560	1,001,662	1,031,832	54,592
June	103,844	77,834	83,435	62,131
1916—				
January	101,166	88,522	88,461	54,255
February	97,275	82,566	81,712	55,616
March	105,057	91,110	96,305	51,523
April	97,275	87,880	96,088	44,232
May	105,057	96,378	95,959	46,313
June	99,996	94,361	97,590	44,427

CANADIAN MILLS

	Maxi- mum in Tons. Month.	Actual in Tons. Month.	Total Tons During Month.	Total Stocks on Hand.
1915—				
Year ave.....	503,285	428,858	428,821	25,898
June	39,286	35,169	37,062	30,836
1916—				
January	43,950	41,817	37,944	29,831
February	43,950	41,833	41,244	30,485
March	47,466	45,396	46,902	28,979
April	43,950	41,572	46,785	23,766
May	48,627	47,048	48,006	22,824
June	46,826	45,790	47,847	20,767

As manufacturers view the situation, the existing stringency in news paper will exist for several months. Here is a letter sent out by A. E. Wright, sales manager of the International Paper Company:

"During the extended period of trying conditions which we have been laboring under, the confidence which you have placed in our ability and willingness to supply you with the full tonnage of print paper, for which you have called upon us, is indeed gratifying.

"There has now come a time when an accounting of our resources is forced upon us. Your demands (and we speak of our customers as a whole) have grown to such an extent that in order to comply with them we have eaten into our reserve stock to an alarming extent. It was our hope that soon after the first of June, as has been the case in all previous years, the consumption of print paper would markedly decrease and we would thus be permitted to build up our reserve tonnage to normal.

"In June you called upon us for 1310 tons more than we produced. We then looked forward hope-

fully to July, expecting that in this month the tide would turn, but in the first twenty-one days of the month you have taken approximately 1000 more tons than we produced. So all signs have failed with us, and with sincere regret we are forced to the conclusion that it will be a practical impossibility for this company to produce during the last four months of the year as much paper as will probably be required by its customers, unless you arrange beginning at once to materially reduce consumption.

"We are running every one of our machines to full capacity, making daily a tonnage of paper largely in excess of normal tonnage. We have room for growth in only one of our United States properties, that being our Otis mill, located at Chisholm, Me. We are installing at this mill a large paper machine, which we hope to have in operation by December. And this means the limit of our ability to produce print paper in this country.

"If we had water power and other requirements available at other points in this country we would immediately take advantage of the opportunity to install further machinery, but we have none. We have resources in Canada, which we purpose to utilize when enabled to purchase machinery and other equipment at favorable prices.

"This company is planning to develop one of its Canadian properties to a material extent, as you have probably noted in the reports published by the press, but it will be a matter of some time before we will be making paper.

DELIVERIES SHOW GAINS

"Our deliveries to you during the first six months of this year were in excess of deliveries for similar months the year previous, as follows:

"January, 11 per cent.; March, 16 per cent.; May, 16 per cent.

"February, 14 per cent.; April, 13 per cent.; June, 7 per cent.

"For the first twenty-one working days of July, 15 per cent.

"You will note by the foregoing figures that we have accomplished wonders in the matter of producing paper sufficient to supply your demands. On January 1, 1916, we had an inventory of 24,116 tons. To-day we have an inventory of approximately 16,000 tons. The normal inventory is 25,000 tons.

"There have been intimations that paper manufacturers have exported enormous tonnages to the detriment of the domestic trade. To show how false this is, so far as our company is concerned, we wish to state that during the first six months of the year 1915 we exported 22,059 tons of paper, and during the first six months of this year we exported 20,479 tons. In other words, 7 per cent. less this year than last. This statement clearly answers and refutes any statement to the effect that the International Paper Company is exporting paper to the detriment of the interests of its domestic customers.

"Our plan is to prorate equitably among our customers the amount of print paper which we will produce during the last four months of this year. Unquestionably, this means that unless you take immediate steps materially to curtail consumption you will not receive from us during the period just mentioned tonnage sufficient to satisfy your requirements. We are at a loss to know to what extent we should advise you to curtail consumption, except to suggest that the more you curtail the surer you will be of a supply during the late months of the year. It is to your interests to co-operate with one another in every possible manner in order to bring about the required results."

NOTES ON THE PAPER SITUATION

CHARGES have been filed with the Department of Justice by Representative Clarence B. Miller, of Minnesota, that there is a combination among the manufacturers in the Fox River district of Minnesota to keep down the price of wood pulp, which is the chief raw material used in the production of news print and other paper. The Department of Justice has assured Representative Miller his statement will be investigated.

Both France and Germany have been making strenuous efforts to round up old paper as a source of supply for new paper. In

Germany the prices offered for old paper recently dropped from 23 marks to 15 marks per 100 kilograms (from \$2.50 to \$1.62 per one hundred pounds). The organized effort at gathering old paper resulted in an unexpectedly large supply being rounded up. In France in the seven days from April 15 to 21, there were collected in Paris and in the Seine, Seine-et-Marne and Seine-et-Oise departments, 2,385,500 pounds of old paper.

Marsden G. Scott, President of the international Typographical Union, in a Baltimore interview remarked that "The newspaper publishers are being sandbagged. The print paper manufacturers are inflating their prices to an unreasonable figure, and are making capital out of the European war. There is no reason on earth why paper should not be plentiful. It is a fact that bleach is scarce, but the bleach for newspaper print is being made here inexpensively. I have received hundreds of letters from publishers on this subject and have investigated it thoroughly. The manufacturers are willfully and deliberately raising their prices simply because they are avaricious."

A BULLETIN of the forest service branch of the Department of Agriculture states that following recent experiments in government laboratories, the department has seventy samples of paper manufactured by different processes chiefly from woods heretofore practically unused for this purpose. It is pointed out that the spruce forests of the country are threatened with exhaustion and that the cost of spruce pulpwood has steadily increased. The bulletin goes on to say that the method of manufacturing ground wood pulp has changed very little since its introduction into this country in 1867. It was with the idea of developing new methods and improving the old that tests were undertaken at the Forest Service laboratories at Wausau and Madison, Wis. Tests have shown that eleven new woods give promise of being suitable for the production of newsprint paper, while a number of others will produce manila paper and box-boards.

In a recent interview Secretary of Commerce Redfield gives it as his opinion that the one-cent newspaper will be a thing of the past within a short time. "Prices have increased all along the line on nearly all commodities and within the last few months there has been a steady increase in the price of the materials entering into the making of news print paper, and an increased demand for paper. The indications are that early this fall, when new contracts are made, publishers will be unable to get out one-cent papers without a loss and an increase in price will be imperative. From information which has reached me, I am of the opinion that advertising rates will have to be increased also, as it appears that the increased cost of paper cannot be made up alone by the increase in

price of the newspaper." Secretary Redfield's opinion is not shared by the majority of newspaper experts, who point out that, despite increased costs, it is the one-cent newspapers, generally speaking, that are making the most money.

It was reported August 8 that as a result of a series of meetings of the newspaper publishers of Philadelphia, called to consider the serious situation confronting them caused by what are practically famine conditions in the newspaper market, the following agreement was unanimously reached: All morning, evening and Sunday newspapers will immediately reduce the size of their issues to the extent of a total in excess of eighty pages weekly. That beginning September 1 next the accepting from wholesale purchasers of unsold copies of all morning, evening and Sunday newspapers will be discontinued. So serious has the newspaper situation become, it was pointed out, unless drastic reduction of consumption is enforced, some papers throughout the country will be confronted with possible suspension of publication. The newspapers party to the foregoing agreement, which constitute the entire local press of recognized circulation, are as follows: *Evening Ledger*, *Public Ledger*, the *Evening Bulletin*, the *Evening Telegraph*, the *North American*, the *Record*, the *Inquirer* and the *Press*.

The reports from the German testing office at Grosslichterfelde of success in making paper out of cotton stalks aroused a good deal of comment in this country among the uninformed. It has been known for years that cotton stalk paper was quite feasible from the manufacturing standpoint, but difficulties of transport and labor have so far made it impossible from an economic standpoint. W. A. Taylor, chief of the bureau of plant industry of the Department of Agriculture, which has been making tests for three years, says: "There is no question that good paper can be made from cotton stalks, but the cost of assembling cotton stalks at a given point near a proposed mill, because of the transportation, as well as the difficulty of getting together enormous quantities of the stalks, must be considered. The same situation applies to corn stalks. Very good paper can be made from corn stalks. The labor and transportation cost of bringing the material together in sufficient volume to operate a mill has, heretofore, prevented commercial development. We are working hard on the idea of making paper from straw, especially the flax straw of the Northwest. This is assembled in large quantities before the threshing of the seed, and pulp from flax straw is valuable for the heavier papers and boards." Senator Hoke Smith is reported particularly interested in the cotton stalk paper proposition as offering the South a possible new industry.

According to the last report of the Census

Bureau, just published, the imports into this country of rags for paper stock decreased from 245,113,327 pounds, valued at \$3,413,165, in 1913, to 180,906,309 pounds, valued at \$2,552,460, in 1914, and to 98,872,650 pounds, valued at \$1,572,909, in 1915. The figures relating to wood-pulp, however, show a uniform increase from the year 1905, the earliest for which figures are given, to 1915. The war, of course, has not affected the trade between Canada and this country. The supply of rags, of course, affects only the higher priced papers, particularly writing papers.

According to the *Fourth Estate* the following is a fairly close approximation of the present prices of news paper in various foreign countries:

Great Britain—6 to 7 cents.	Russia—Don't know.
France—6½ to 7 cents.	Japan—Don't know.
Germany—Don't know.	Australia—6 to 6½ cents
Austria—Don't know.	New Zealand—6 to 6½ cents.
Italy—6½ to 7 cents.	
Spain—6½ to 7 cents.	Brazil—6½ to 7 cents.
Holland—6½ to 7 cents.	Uruguay—6½ to 7 cents.
Denmark—Don't know.	Argentina—6½ to 7 cents
Norway—5 to 6 cents.	Chile—7 to 7½ cents.
Sweden—5 to 6 cents.	Peru—7 to 7½ cents.

In the United States spot cash sales are being made today at 3 cents to 4½ cents.

The attractive prices offered for foreign shipments have been balanced, of course, so far as exports from this country were concerned, by heavy ocean freights. Ocean rates have fallen practically 50 per cent. however, within the past three weeks, and tonnage is now being solicited by the steamship companies. This will naturally mean that the paper manufacturers of this country can get larger net mill prices for shipments abroad. Hence the temptation will be correspondingly greater to take export business.

PRICE MAINTENANCE BILL HAS NO HOPE IN PRESENT CONGRESS

ACCORDING to a report in *Printers' Ink*, based on "a thorough, impartial, first-hand investigation," price maintenance legislation is a dead issue so far as the present session of Congress is concerned. Despite the widespread expectations of thousands of business men and merchants, it seems to be the fact that the Stephens-Ashurst bill has absolutely no chance of passage at the present session of the national legislature and mighty little chance of enactment during the life of the Sixty-fourth Congress. The public hearings on the Stephens bill, which were inaugurated before the Committee on Interstate and Foreign Commerce of the House of Representatives in a two-day session at the end of May, will not be resumed and the bill will not be "reported out" of committee in either House of Congress at this session, much less brought to a vote before either law-making body.

No attempt is being made, of course, to forecast the future beyond March 4, 1917, because a new Congress will be elected next

November and will go into action in December, 1917, or earlier, but it is evident that there will have to be a considerable change in sentiment in the present Congress if any favorable action is to be hoped for at the short session which opens next December and ends on March 4.

No less an authority than U. S. Senator Ashurst, whose name is borne by the price-fixing bill, states that there is "not a chance" of legislation at this session or, indeed, by this Congress. Said Senator Ashurst: "No action will be taken on the Stephens-Ashurst bill by the Sixty-fourth Congress. There is too much sentiment against it. Since the bill was introduced it has developed that there is marked difference of opinion among members as to the merits of the proposition, and no serious effort will be made, I think, to bring the measure to a vote. Under our modern legislative conditions, only propositions of this kind for which there is an overwhelming sentiment in Congress stand any chance of going through, and there is nothing in the way of unanimous sentiment on this measure."

What is really blocking price-fixing legislation? This is a question, comments *Printers' Ink*, that is likely to be asked by the price-maintenance advocate if he is really brought to realize that the Stephens-Ashurst bill has little show. It is likewise a question that might well be asked by the opponents of price-fixing, inasmuch as they have done little work to further their opposition as compared with the missionary work of the Fair Trade League and other supporters in behalf of the bill. Well, by way of answer, the opponents in Congress of the bill, and especially members of the Commerce Committee, declare that it is a lack of public sentiment and, consequently, a lack of congressional support for the measure. The champions of the bill make no charges in reply, but it is easy to discern their sentiment that if the fight is lost (temporarily or permanently) it will be lost in the committee which has power to say whether or not Congress shall have opportunity to express its convictions on the subject.

Because of the direction that suspicion is taking, the representative of *Printers' Ink* took pains to study the situation in the Commerce Committee. No poll of the committee could be taken because some of the members were absent from Washington, but insofar as could be ascertained only two members of the committee were outspoken in favor of the bill. There may be other members who favor the bill, but they have given no intimation of such attitude in the informal discussions in the committee incident to the public hearings and at other times. Unquestionably, the majority of the members of the committee are opposed to the bill, and Chairman Adamson is outspoken in his opposition.

There seems within the Commerce Committee a distinct resentment of a certain form of "misrepresentation" which was declared to have been indulged in before the country at large with respect to the prospects of the bill, etc. The members of the committee* who

protested that the public was not being told the true state of congressional sentiment were very careful not to accuse anybody in particular or any interests in general, but did decry any effort to convince the public that there is strong support for the Stephens-Ashurst bill in Congress, and that its passage is probable. As evidence of the overdoses of optimism that are decried, committeemen called attention to the editorial attitude of certain trade papers, in fields where almost everybody is for standardized prices—trade papers that seem to be taking the passage of the bill as a foregone conclusion. Likewise was there cited a press-agent announcement sent out from Washington only a few days ago rallying the support of retailers for the hearings "which will be resumed in a few days."

The matter of the public hearings, so rudely cut short, developed its own little irritations which may or may not have been an influence for the sudden interruption of these hearings. When the hearings were finally started after months of tedious waiting, some hard-working advocates of price-maintenance were, in their enthusiasm, injudicious enough to intimate that they had "forced" Chairman Adamson to open the subject, despite his attributed indisposition thus to act. The version given at the Commerce Committee room is that when Mr. Stephens (author of the bill), who is a very popular member of the committee, asked that the supporters of the bill be heard he was assigned two days for the presentation of the arguments. Then the opponents of the bill asked that the committee take no action on the bill until they be heard, and they were assured that no action would be taken until they had been given such opportunity. No move was made to fix a time to listen to the foes of fixed prices; no arrangement has been made for the appearance of the price-maintenance advocates in rebuttal; and there the matter rests, a closed incident through the decision of the committee to bring its activities to an end for the season.

So small a matter as the printing of the official record of the testimony of the witnesses in support of price-fixing has contributed its quota of misunderstandings. A great number of requests have been received for this government document that is to constitute the last word on price-maintenance, and a number of persons who have made the requests are apparently at a loss to understand how it is that the volume has not yet come from the press, although it is full two months since the conclusion of the hearings. The Commerce Committee sidesteps the blame and disclaims any intention to smother the evidence. It is the custom of the committee, in the case of all hearings, to submit the stenographic report to each witness for revision and correction prior to publication. This has been done in the case of the price-maintenance hearings. Finally, there was delay in order to include a subject index to the volume. The committee declared that it had no money to pay for such indexing, whereat

the Fair Trade League offered to provide the index, and the committee decided late in July to wait "a reasonable time" for the index from that source before proceeding to print.

B. W. HUEBSCH LECTURES ON BOOK-SELLING BEFORE CHAUTAUQUA LIBRARY SCHOOL

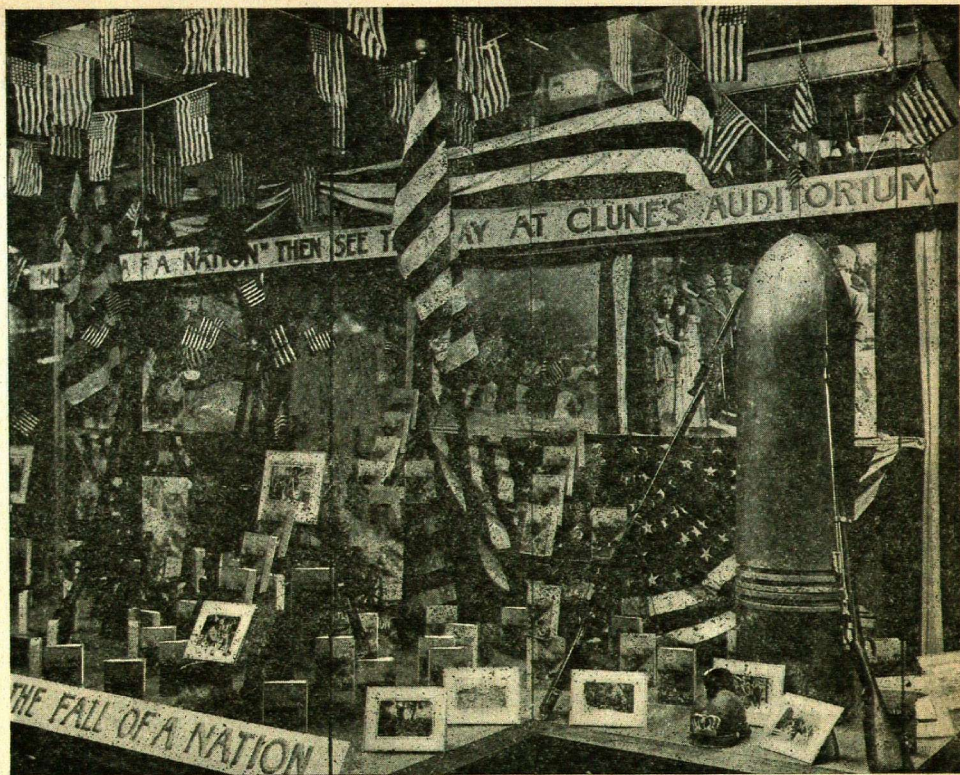
A SECOND important step in the establishment of schools for booksellers was taken at Chautauqua, N. Y., in the last week of July, when a course of lectures dealing with bookselling as a vocation was delivered at the Chautauqua Institution by B. W. Huebsch, of New York.

The lectures were the direct outcome of the agitation which was started by Earl Barnes's article on "A New Profession for Women" in *The Atlantic Monthly* of August, 1915. Professor Barnes is the head of the department of psychology and pedagogy at Chautauqua, and his proposal to try out this new movement at the institution which has been for many years identified with enterprises in popular education was welcomed by Percy Boynton, principal of instruction; Arthur E. Bester, president of the Chautauqua Institution; and Miss Mary E. Downey, head of the Library School.

The summer school in library training at Chautauqua is one of the most efficient in the country. The students are mostly librarians now holding positions, who come for six weeks' intensive study and usually return for a second and third year to do special work. This class, which contained representatives from fourteen states, formed the nucleus of Mr. Huebsch's audience. There were five lectures in which the following subjects were, of necessity, only briefly touched upon: the advantages of bookselling as a career; book-selling as compared with the professions and other commercial lines; the necessary requisites in capital, experience and training; the making of a book; the book from the publisher to the bookstore and from the bookstore to the public; the bookstore in relation to the social and intellectual aspects of the community; the bookseller as a general information bureau and the tools of his trade; successful bookstores and their methods; outstanding characteristics of periodicals whose book reviews are important. In spite of the amount of ground that had to be covered, a little time was devoted to questions and discussion, a feature of the course that brought out the intelligent interest that the audience felt.

BOOK-TRADE ASSOCIATIONS OHIO BOOKSELLERS ORGANIZE

THE Retail Booksellers' and Stationers' Association of Ohio was organized at a two-day convention of the booksellers of the state on Thursday and Friday, August 3 and 4. The convention met at the Hotel Allen, Delaware, O. John J. Wood, of Burrows Bros., Cleveland, made the opening address, and this was responded to by representatives of the local trade. Then followed a general dis-



DISPLAY OF THOMAS DIXON'S "THE FALL OF A NATION" (APPLETON) BY CUNNINGHAM, CURTISS & WELCH, COINCIDENT WITH THE SHOWING OF THE FILM IN LOS ANGELES

cussion of purposes, ways and means, and committees on constitution and by-laws and permanent organization were appointed. At 6:30 the banquet, tendered by the Barnes-Wilcox Company, of Chicago, was held, W. R. Barnes performing the duties of toastmaster.

On Friday, the convention members were given an automobile ride over the city and environs by members of the Delaware Commercial Club, returning at ten o'clock in time for a business session at which reports of committees were heard and general plans for further development were made. A constitution and by-laws were adopted, and a cordial greeting from the Illinois Association was read.

The following officers were elected for the coming year: President, John J. Wood, of The Burrows Bros. Co., Cleveland; vice-president, C. R. Comings, of A. G. Comings & Son, Oberlin; secretary, Fred E. Huntsberger, of The University Book Store, Delaware; treasurer, V. E. Hardin, of Hardin & Gallant, Delaware; executive committee, John Frazer, Oxford; A. Schapiro, Portsmouth; L. W. Hazen, Marysville; S. T. Lemley, Delaware; Ellis Gallant, Delaware.

The convention was an enthusiastic one and augurs well for the future. The next annual meeting will be held in Columbus next July.

OBITUARY NOTES

MAURICE PARTRIDGE GAMON, one of the directors of the firm of S. W. Partridge & Co., Ltd., was killed in action on July 1st. Before the war Captain Gamon was editor of one or two of the magazines issued by the house of Partridge, and wrote several books for boys.

HENRY AUGUSTUS COIT, son of Joseph Howland Coit, president of Moffat, Yard & Co., has died of wounds received in France where he was serving with a Canadian regiment. Mr. and Mrs. Joseph Howland Coit sailed for France on July 19, immediately upon hearing that their son was wounded, and arrived just in time to see him before he died.

PERSONAL NOTES

J. J. MULLEN, formerly of The Page Company, Boston, has resigned from that company.

WALTER S. LEWIS, who for sixteen years has been manager of the book department of Strawbridge & Clothier, Philadelphia, has been appointed manager of the book department of the Presbyterian Board of Publication and Sabbath School Work, Philadelphia. Mr. Lewis is well and favorably known throughout the book-trade, both for his work with Strawbridge & Clothier and for his con-

nection with the American Booksellers' Association, of which he was secretary from 1911 to 1914 and since then first vice-president. In his new capacity Mr. Lewis will have general oversight of the retail store in Philadelphia, and direct responsibility for the purchase of books for all the various depositories of the Board throughout the country. He will assume his new duties on September 1. Mr. Lewis asks that publishers make a note of his new address, Witherspoon Building, Philadelphia, and send him, as formerly, all catalogues, circulars, clearance lists, job lists, price lists, etc.

PERIODICAL NOTES

E. G. LEWIS, late of St. Louis, where he was prominent in the mail order publication field, is now publishing a *Woman's National Magazine* from Atascadero, Cal.

AFTER a brief period of suspension, the old English literary weekly, the *Academy*, has made its appearance again. It has been reduced in price from threepence to a penny.

MINNEAPOLIS NEWSBOYS have been notified by the police that they must confine their sales entirely to newspapers in the future. Proprietors of newsstands, it is said, complained that the competition of newsboys in the sale of magazines was unfair inasmuch as the boys did not have to pay rent, license fees or other overhead expenses.

Contracting is a new periodical dealing with construction in all its phases—subway building, dams, bridges, foundation work, etc.—but which avoids the subjects of engineering ethics and mathematics. It is published in New York by the Contracting Publishing Corporation, the officers of which are all well known in the engineering field. They are: President, Horace F. Pomeroy, ex-manager *Engineering News*; vice-president, Frank W. Skinner, ex-editor *Engineering Record*; secretary, Florence S. Newfield, formerly editorial assistant American Institute of Mining Engineers.

LITERARY TRADE NOTES

THE AMERICAN NEWS Co. and its branches announce advance shipments of 200,000 copies of the new Harold Bell Wright book, "When a Man's a Man."

A TWO VOLUME "Political and Social History of Modern Europe," covering the period from 1500 to 1915, by Professor Carlton Hayes of Columbia, will be published shortly by the Macmillan Co.

HOUGHTON MIFFLIN Co. announces a new printing of 20,000 copies of Kate Douglas Wiggin's famous story, "The Birds' Christmas Carol," making the sixty-seventh time the book has gone to press.

THE FIFTH AND SIXTH VOLUMES of the *Writers of the Day Series* will be published by Holt on August 22. They will be "Joseph Conrad," by Hugh Walpole, and "Thomas Hardy," by Harold Child.

WILL THE PUBLISHER who has for consideration the manuscript of the military history of the late General Charles Morton kindly so inform the editor of the *Army & Navy Journal*, who is in touch with the author.

FRANCES BARBER HARRIS, of Jacksonville, Florida, has just published "Florida Salads," an attractive salad books in colors, containing recipes for dinner salads, luncheon salads, card party salads and salad sandwiches.

MOFFAT, YARD & Co. announce for the fall: "Football Days," by "Big Bill" Edwards, of Princeton. The book is full of reminiscences and anecdotes, and is profusely illustrated. The introduction is by Walter Camp.

CONRAD SALES, according to Doubleday, Page & Co., show a steady increase. The publishers hope to have ready by fall the first volume of a limited signed collected edition of Joseph Conrad's books from new plates and revised text.

ON AUGUST 1ST Harper & Bros. published "Plain Facts About Mexico" by George J. Hagar, a timely attempt to answer the questions everyone is asking about that country, in a convenient size to carry about and at a popular price.

"HEREDITY AND ENVIRONMENT IN THE DEVELOPMENT OF MEN," by Professor Edwin Grant Conklin, a revised second edition of which was published by the Princeton University Press in June, is now being translated into Japanese.

HARPER & BROS. on August 17th will publish "The Rising Tide" by Margaret Deland, a story of to-day, of a modern girl, and the contrast between her nature and aims and those of the generation before her. This is Mrs. Deland's first novel since "The Iron Woman."

CHAS. SCRIBNER'S SONS announce "Bonnie May," by Louis Dodge, for August 19. It is the story of a precocious, sophisticated little child of the theatre, who flashes into the dull life of a conservative and aristocratic family. There are numerous illustrations in the book by Reginald Birch.

W. L. GEORGE, the author of "The Strangers' Wedding," "The Second Blooming," and other novels, will be represented on Little, Brown & Company's autumn list with a volume of essays on feminist subjects, which have been appearing in the *Atlantic Monthly*, *Harper's Magazine*, etc. The title of the book will be "The Intelligence of Woman."

DODD, MEAD & Co. announce this fall an autographed and illustrated edition of Maeterlinck's works. The edition will be limited, and besides the autograph will contain a photogravure portrait of Maeterlinck. The books will be bound in specially tooled half-crushed levant, and will be sold by the set of the essays or the plays only.

THE CENTURY Co. will publish the following books in August: "Tramping Through Mexico, Guatemala, and Honduras," by Harry A. Frank, author of "A Vagabond Journey Around the World"; "With Serbia Into Exile," by Fortier Jones; "Our Eastern Ques-

tion," by Thomas F. Millard, editor of the *China Press*; and "The curious Case of Marie Dupont," a detective story by Adele Luehrmann.

THE H. W. WILSON Co. has calculated the retail price per word of the ordinary book, finding it to average about $2\frac{1}{4}$ cents per thousand words. On that basis encyclopedias and other costly reference books are bargains, since they cost from $\frac{1}{4}$ cent to $\frac{1}{2}$ cent per thousand words. On the other hand, a 70-cent book on a popular sport, which nearly all libraries will buy, costs at the rate of $4\frac{1}{2}$ cents.

ACCORDING TO *Dun's Review*, seven of the preceding ten years disclosed some numerical increase in July failures, but last month there were fewer defaults than at any date since June, 1914, and it is necessary to go back to August, 1911, to find a smaller indebtedness. At the same time the general volume of business is indicated by the report that bank exchanges in 131 cities exceeded nineteen billions in July, which is far above previous records for the period.

AGNES AND EGERTON CASTLE, whose romances, "The Pride of Jennico" and "Sweet Kitty Bellairs," were among the successes of a few years ago, have a new novel in the same vein, which D. Appleton & Company will publish on the eighteenth of August. The story, "Wind's Will," is laid in France in the period just after the Battle of Waterloo, and is the romance of a young lordlet, who, under an impulse of generous youthful passion, irresponsible as the "wind's will," falls in love with and marries a little flower girl.

THE BOSTON INDEX CARD Co., of Boston, Mass., is preparing to place on the market a new system of indexing, known as the Russell Definite Index, which, it is claimed, bids fair to revolutionize all methods of indexing. It is a radical departure from standard methods in that it disregards vowel sounds and recognizes only the liquid consonants as keys to pronunciation, and, therefore, to indexing names. A booklet describing this interesting and revolutionary method is being compiled and edited for publication.

The last issue of *Printer's Ink* has a suggestive article, illustrated with numerous effective examples, on two-page layouts of advertisements that circumvent the white-space "gutter" between the pages. Some of the advertisements are most ingenious. In one case the "gutter" becomes one of the white posts of a railing, in another a telegraph pole, in another part of a paved street, etc. In every case the otherwise worse than wasted space is made definitely to "work" for the advertiser. Even book advertisers may get some hints from the article.

DOUBLEDAY, PAGE & Co., announce postponement of their two American military books, "The Soldier's Catechism" and "Military and Naval America," originally set for August 1, to September, probably September 20. "The Soldier's Catechism," which has the endorsement of the Army War College and an intro-

duction by Major-General Hugh L. Scott, Chief-of-Staff, U. S. A., is described as a complete manual for the enlisted man and for those contemplating enlistment. It is the outcome of a series of question and answer pamphlets prepared by the three authors and used with much success in army circles.

IN CONNECTION with the varying opinions of booksellers at the Chicago convention regarding the advisability of featuring a single title or a number of titles in a window display, it is interesting to note that one stationer recently went so far as to display a single box of lead-pencils in a large window, 12 feet wide and 10 feet deep. He covered all of the inside of the window with black paper, and built a pyramid in the center. At the apex of this he placed the pencils, with a card featuring the brand and carrying the legend, "We Think So Much of These Pencils That We Are Giving the Whole Window to Them."

CHESTER, COWEN & Co., of 55, Avenue Edward VII, Shanghai, announce that the third annual issue of "The Educational Directory of China for 1916" is now ready. Part 1, consisting of nearly 200 pages, contains an educational review of the Year, articles on "University Education" and "Technical Education in China," by Professor Middleton Smith, of the University of Hongkong, and many other articles. Parts 2 and 3 contain details of Schools, Colleges and Universities (including Medical Schools), where English is taught, with a list of over 2000 teachers. On account of war conditions and the greatly enlarged size, the price is raised to \$3.00, which includes postage.

AMONG THE DORAN ANNOUNCEMENTS for August 19 are "The Great Push," by Patrick MacGill, the story of the famous charge at Loos, in which the boys of the Royal Irish dribbled a football across the shell-torn field to the German trenches, the author charging with them; "Michael Cassidy, Sergeant," a series of "plain tales" of the war by "Sapper," an English officer; "The Bride of a Moment," by Carolyn Wells, a mystery story beginning with: A smart wedding ceremony just over, the heavy scent of flowers, the hush of spectators, a shot that punctuates like a period of fire the sentence: "—pronounce you man and wife" (Who could have fired the shot?); and a new edition in one volume of "The Conquest of the Great Northwest," by Agnes C. Laut.

AN INTERESTING EXAMPLE of the way in which a publisher's judgment is sometimes vindicated by subsequent events is furnished in the case of the *Imperial Army Series*, published by John Murray, in London. Mr. Murray saw the need for such a series and undertook the project before the war began. They met with but a cold reception then, according to Mr. Murray, but since the war has been going on they have been practically the basis of training for the English home and colonial armies, and the Canadian government has used an enormous number of them. Among these are: "Machine Gun Training," "Mus-

ketry," "Drill and Field Training," "Field Entrenchments," "Signalling," "Camps, Billets, Cooking, Ceremonial," and "Physical Training."

UNDER THE TITLE "The Conditions of Labor in American Industries" the Funk & Wagnalls Co. are soon to publish an authoritative collection and synthesis of the results of recent federal, state, and other investigations and studies of wage-earners in the principal industries of the United States. It will show their wages, their hours of labor, their sanitary conditions, the wage-earner's health and that of his family, the family income, the family expenditure, mortality statistics, etc. The book will be an unbiased scientific statement of facts, written in a non-technical style. Its authors are W. Jett Lauck, at present Director of the Bureau of Applied Economics, at Washington, and Edgar Sydenstricker, now Public Health Statistician of the U. S. Public Health Service.

APROPOS OF Benjamin Brawley's charge in a recent number of the *Dial* that modern writers on the negro are blind to everything but the negro of the ante-bellum type, the *New York Evening Post* says editorially, "Our authors are properly cautious of approaching sociological topics; but it is not a sociological novel of the negro that is wanted. It is fictional treatment of the South that will allot due representation to the new element in the race: to the progressive and striving element that gives such promise of growing from a small minority to a majority. By all right standards, there is as much interest, color, and variety in this new negro as in the types that have been presented again and again: in the negro farmer or teacher as in the old body-servant or 'mammy.' It is the race as a whole that ought to be treated, in all the stages of its advancement from old-time conditions."

OUR ATTENTION HAS been called to a "George F. Short" who has been attempting to victimize various New York book-trade concerns, claiming that he is a son of the Mr. Short of the well known firm of Loring, Short & Harmon, of Portland, Me. He is reported to be a man of forty or forty-five, well dressed, with a scar on the left side of his face and neck, and is said to seem fairly well acquainted with conditions in the Portland book and news trade. His story, as he told it to one New York firm, was that he had gotten into trouble at Coney Island, lost his wallet, and needed twelve dollars to get back to Portland on the night boat. Unfortunately he hit the wrong man in this case, for he was immediately reminded that there was no boat that night for Portland, a fact which so disconcerted him that he took the first opportunity to slip away. He is also said to have used the name "Loring" in other attempts to secure money.

THORNTON W. BURGESS' "Quaddy" idea bids fair to become a national institution. "Quaddy," meaning little quadruped, came before the public at first as the name of a

series of bedtime stories for children syndicated through the press and in book form, but so popular did the little "beasties" prove that it is now used on some half dozen different articles of child ware and the Quaddy Playthings Manufacturing Co., of Kansas City, Mo., manufacturers of "Quaddy" toys, games, etc., have just announced an extensive "Quaddy" advertising campaign to be carried on throughout the balance of the year in the newspapers of some thirty cities. In addition to the Kansas City firm, and, of course, Little, Brown & Co., publishers of the "Quaddy" books, the name is also used on jewelry manufactured by the Paye & Baker Company, of North Attleboro, Mass.; children's comforters and piece goods for children's bed clothing made by French & Ward, of New York City; juvenile stationery put out by the Whiting Company, of New York City; handkerchiefs to be handled by the Geo. Borgfeldt Company, of New York City; animal crackers manufactured by the Loose-Wiles Biscuit Company, and Little Stories for Bedtime, to be told in the author's own voice on records to be prepared by the Columbia Phonograph Company.

BUSINESS NOTES

ALAMEDA, CAL.—The bookstore stock of F. P. Hoeck, trading as the City Book Store, Park street, has been sold by G. W. Brainerd, trustee, for the benefit of the creditors.

GRAND RAPIDS, MICH.—The E. Higgins Co., proprietors of the Book Store, will build a one-story addition to the rear of the store and provide for offices in a balcony.

GREELEY, COLO.—J. W. Imboden, bookseller, newsdealer and stationer, is reported to have been succeeded by E. Seastrand.

KANSAS CITY, MO.—T. O. Cramer, 1331 Grand Ave., is offering his bookstore for sale.

MANKATO, MINN.—W. T. Warwick is reported to have sold his book and stationery store to A. G. Laack.

MIDDLETOWN, N. Y.—Chas. A. Ketcham, bookseller, newsdealer and stationer, has filed a petition in bankruptcy.

NEW HAVEN, CONN.—Miss C. S. Libbey, bookseller and stationer, has filed a petition in bankruptcy.

PONTIAC, MICH.—Maude A. Allen is about to open a bookstore in the same building with the Allen Wall Paper Co.

SANTA ANA, CAL.—F. W. Wieseeman has purchased the stock of the Roper book store.

SPRINGFIELD, MO.—The J. B. Ross Book and Stationery Co. is reported sold to J. W. Rose.

WATROUS, SASKATCHEWAN.—The stock of the Watrous Book & Stationery Co., which also deals in books, is reported to have been sold at auction.

PICK-UPS

A NOVEL PUBLISHING AGREEMENT

A MEMBER OF the English Society of Authors, according to the *Author*, the official

organ of that society, offered some MSS. to Erskine Macdonald, the publisher, who is also editor of the *Poetry Review* under the name of Galloway Kyle. In answer the following letter was received:—

Dear —:

The publishing of a book of verse, however small, is a very different matter from the insertion of an occasional poem in a magazine, involving commercial questions and the possibility of the book selling as an individual thing, but I shall be glad to consider the MSS. you send as it may have a topical appeal. It would not be published, however, entirely at the publisher's risk, and before submitting manuscript to a reader, I require the author to subscribe for one year to the *Poetry Review*, which ought to be known, and in the hands of all concerned with poetry, and also to obtain at least four volumes in my shilling series which indicate the quality of matter accepted and the style of production, facilitating later discussion of terms.

Yours faithfully,
ERSKINE MACDONALD.

BIBLIOGRAPHICAL NOTES

AT A COMMITTEE MEETING of the International Association of Antiquarian Booksellers held in London on July 3 the following Resolution was carried unanimously: "It is hereby Resolved that in the opinion of the Committee the term 'on approval,' when books are ordered, should mean that the books should be returned within eight days, unless special permission is obtained from the owner for them to be kept longer, and that if the books are required to be submitted to a third

person permission should in all cases be obtained in advance."

CATALOGUES OF NEW AND SECOND-HAND BOOKS

John Heise, Syracuse, N. Y. Interesting list of autographic bargains at \$1 ea. (No. 184; 198 items.)

Charles Higham & Son, London, E. C., 27A Farringdon St. Catalogue of modern literature mainly theological or philosophical in character. (No. 545; 1571 titles.)

Maggs Bros., London, W. C., 109 Strand. Catalogue of books on art and allied subjects. (No. 347; 905 titles.)

Martinus Nijhoff, La Haye, Lange Voorhout 9. Catalogue: Livres anciens et modernes. (No. 417; 354 titles.)

Bernard Quaritch, London, 11, Grafton St. Catalogue of books, many rare and valuable, comprising works on America, Bibles, liturgies, and theology, English literature, French literature [etc.]. (No. 345; 1131 titles.)

—Catalogue of rare and valuable books, including works on Africa, America, Australasia, Greek and Latin literature and incunabula. (No. 343; 771 titles.)

Charles J. Sawyer, London, W. C., 23 New Oxford St. Illustrated catalogue of an interesting collection of fine and rare books, beautiful bindings, manuscripts, first editions, [etc.]. (No. 41; 249 items.)

James Tregaskis, London, W. C. Caxton Head Catalogue of rare and interesting books. (No. 783; 513 titles.)

Forthcoming Books

WEEK OF AUGUST 14

Bishop. Our first war in Mexico. Scrib. \$1.25 n.
Burr, Amelia J. Life and living (verse). Doran. \$1 n.
Campbell, H. A. The sleepy song book. McBride. \$1.65 n.
Castle, Agnes & Egerton. Wind's will. Apltn.
Deland, Marg. The Rising Tide, Harp.
Dodge, L. Bonnie May. Scrib. \$1.35 n.
Foote, J. T. The look of eagles. Apltn.
Franck, H. A. Tramping through Mexico, Guatemala, and Honduras. Cent. \$2 n.
Grande, J. A. Citizens' army. McBride. \$1.25 n.
Hewlett, Maurice. Gai Saber (verse). Put. \$1.75 n.
Hopkins, A. Modern farm buildings. McBride. \$2.50 n.
Jones, Fortier. With Serbia into exile. Cent. \$1.60 n.
Laut, Agnes C. The conquest of the great northwest. (New ed. in 1 v.) Doran. \$2 n.
Luchmann, Adele. The curious case of Marie Dupont. Cent. \$1.35 n.
Lynde, Francis. After the manner of men. Scrib. \$1.35 n.
MacGill, Patrick. The great push. Doran. \$1.25 n.
Millard, T. F. Our Eastern question. Cent. \$3 n.
Moore, G. The book Kerith. Macm. \$1.50 n.
Official Guide to Eastern Asia: v. 1, Manchuria and Chosen, \$4.50; v. 2 and 3, Japan, \$7.50; v. 4, China, \$5. Put.
Perry. The free man and the soldier. Scrib. \$1.40 n.
"Sapper." Michael Cassidy, sargent. Doran. \$1.25 n.
Scott, Duncan C. Lundy's Lane and other poems. Doran. \$1.25 n.
Spearman, F. Held for orders. New ed. Scrib. \$1.35 n.
Stinde, J. The Hausfrau rampant. (Condensed trans. by E. V. Lucas.) Doran. \$1.30 n.
Verne, Jules. 20,000 leagues under the sea. Put. \$1.25 n.
Wells, Carolyn. The bride of a moment. Doran. \$1.25 n.

WEEK BEGINNING AUGUST 21

Anderson, Sherwood. Windy Macpherson's son. Lane. \$1.40 n.
Burnett, Frances H. The little hunchback Zia. Stokes. 75 c. n.
Corbett, Eliz. F. Cecily and the wide world. Holt. \$1.40 n.
Drayton. Mother Goose. Scrib. \$1 n.
Ford, James L. Waitful watching. Stokes. 60 c. n.
Green, Anna Katharine. The chief legatee. Dodd, M. \$1.35 n.
Hough, Emerson. The magnificent adventure. Apltn.
Hueston, Ethel. Prudence says so. Bobbs-M. \$1.25 n.
Kauffman, Reginald Wright. The mark of the beast. Macaulay.
King, Grace. The pleasant ways of Saint Medard. Holt. \$1.40 n.
Kuprin, Alexander. A Slav soul, and other tales. Put. \$1.50 n.
Osborne, C. E. Religion in Europe and the world crisis. Dodd, M. \$2.50 n.
Reese, Arth., and Watson, J. R. The Hampstead mystery. Lane. \$1.35 n.
Rolland, Romain. Haendel. Holt. \$1.50 n.
Ruck, Berta. In another girl's shoes. Dodd, M. \$1.35 n.
Saint-Beuve, C. A. Portraits of the seventeenth century. Pop. ed. Put. \$3.50 n.
Scherer, J. A. B. Cotton as a world power. Stokes. \$2 n.
Seton, Ernest Thompson. Sandhill stag; Monarch. Scrib. ea. 50 c. n.
Smith, E. Boyd. In the land of make believe. Holt. \$1.50 n.
Stevenson, R. L. Child's garden of verse. Scrib. 50 c. n.
Tobenkin, E. Witte arrives. Stokes. \$1.25 n.
Verrill, A. Hyatt. Jungle chums. Holt. \$1.35 n.
Watson, Capt. W. H. L. Adventures of a despatch rider. Dodd, M. \$1.25 n.
Writers of the Day Ser.: Joseph Conrad, by Hugh Walpole; Thomas Hardy, by Harold Child. Holt. ea. 50 c. n.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); Sq., obl. nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4, 8, etc.

Aghnides, N: P. Mohammedan theories of finance; with an introduction to Mohammedan law and a bibliography. N. Y., Longmans. c. 540 p. (37 p. bibl.) O (Columbia Univ. studies in history, economics and public law) pap. \$4

Animal (The) circus painting and drawing book. N. Y., Hurst. c. no paging il. (part col.) obl. D bds. 50 c.

Aristophanes. *Lysistrata*; adapted and arranged by Winifred Ayres Hope. N. Y., S. French. c. '15 38 p. 12° (World's best plays) 25 c.

Bass, J: The light of men; an interpretation. Cedar Rapids, Ia., Torch Press. c. 240 p. D \$1 n.

Conviction of the writer is that the Revelation in the person of Jesus, interpreted in the light of the East, takes on a more satisfying significance and power. From this angle, phenomena called supernatural, cryptic truths discredited as superstition, will fall into their natural and inevitable sequences, not at variance with present-day science.

Benedict, Harry Yandell, and Lomax, J: Avery. The book of Texas. Garden City, N. Y., Doubleday, Page. c. 23+448 p. il. pls. pors. maps diagrs. 8° \$3 n.

Besant, Mrs. Annie Wood. India: a nation; a plea for self-government; with a foreword by C. P. Ramaswami Aiyar. N. Y., Dodge Pub. 11+94 p. 16° (People's books) 25 c. n.

Betts, F: W.; D.D. Billy Sunday, the man and method. Bost., Murray Press. c. 69 p. D bds. 25 c.

Articles written immediately following the Sunday campaign in Syracuse, N. Y., and previously published in the *Universalist Leader*.

Booth, E: C: Fondie. N. Y., Appleton. c. 511 p. D \$1.40 n.

Story of how some young people in a Yorkshire village meant comedy and tragedy to each other. Blanche, the vicar's daughter was the harum scarum belle of the countryside. Fondie Bassimore, the wheelwright, was her devoted admirer. He was judged foolish by the wisacres; hence his nick-name. They knew nothing of his large soul, inarticulate till the time of trial. When Squire D'Alroy, who should have married Blanche, refused to, Fondie offered to. Blanche would not take this sacrifice, neither would she face the future alone. The night she killed herself, young D'Alroy was dying, the last of his family. Frantically, his father hunted Blanche to marry them, but he was too late. During the rest of his life "Fondie's" name clung to him, but everyone knew his real worth.

Braddock, Gordon. Rex Kingdon behind the bat; with 4 half-tone il. by C: L. Wrenn. N. Y., Hurst. c. 321 p. pls. D (Rex Kingdon ser.) 60c.

Bramston, Mary. The Thorn Fortress; a tale

of the Thirty Years' War. N. Y. and Cin., Abingdon Press. 131 p. D 50 c. n.

About a little girl who became a captive in the enemy's camp, but steadfastly refused to betray the secret way into Thorn Fortress. The transformation of the rough soldier who captured her, and the mystery of the Victory Shirt, are incidents of the story.

Brown, Warner. Individual and sex differences in suggestibility. Berkeley, Cal., Univ. of Cal. 291—430 p. figs. tabs. O (Pubs. in psychology) pap. \$1.50

Bryant, J: C. The new standard practical and progressive bookkeeping. [Commercial ed.] double and single entry, for use in business and other colleges, academies, normal and high schools and for self-instruction. Buffalo, N. Y. [The author] c. 155 p. f° \$1.50

The new standard practical and progressive bookkeeping. [Counting-house ed.] double and single entry, for use in business and other colleges, academies, normal and high schools and for self-instruction. Buffalo, N. Y. [The author] c. 223 p. f° \$2.25

Bunnies' playmates of to-day [verse]. N. Y., Hurst. c. no paging il. col. pls. S (Peter Rabbit ser.) 50 c.

Bunyon, J: A child's Pilgrim's progress; [retold] by H. G. Tunncliffe. N. Y., Crowell. 139 p. il. mounted col. pls. D 75 c. n.

Chase, Beatrice. Gorse blossoms from Dartmoor [verse]. N. Y., Longmans. 62 p. S pap. 35 c. n.

Christian Reformed Church. Liturgy and Ritual. The psalter with the doctrinal standards and liturgy of the church. Grand Rapids, Eerdmans-Sevensma Co., 513 Eastern Ave. c. 460 p. 16° \$1

Cole, Fk., comp. A picture birthday-book for boys and girls; selected quotations; il. by Marg. W. Tarrant. N. Y., Crowell. no paging col. pls. T 50 c.; leath. 75 c.

Connor, Jeremiah F: Employers' liability, workmen's compensation and liability insurance; the distinction between the liability to pay compensation and the liability for damages for injuries which are not within the compensation act of New York State; state compensation insurance compared with liability insurance by stock companies and mutual associations; the Workmen's Compensation Law, annotated. N. Y., Spectator Co. c. 9+262 p. 8° \$5

Conway, Jessie B., M.D. A guide to health.

- Los Angeles, Cal., Grafton Pub. Corporation. c. 379 p. il. por. 12° \$3 n.
- Corbett, Julian Stafford.** The successors of Drake; with por. and other illustrations. [New and cheaper ed.] N. Y., Longmans. 14+466 p. pls. maps O \$3.50 n.
- Crockett, Sherman.** Two American boys in the French war trenches; il. by C. L. Wrenn. N. Y., Hurst. c. 314 p. pls. D (Great war ser.) 50 c.
- Two American boys with the Dardanelles battle fleet; il. by C. L. Wrenn. N. Y., Hurst. c. 314 p. pls. D (Great war ser.) 50 c.
- Curtis, Felicia.** A more excellent way. St. Louis, Herder. 300 p. 8° \$1.60 n.
- Davies, S: E.** An English butler's canapes, salads, sandwiches, drinks, etc. N. Y., Hirschler Books. c. 109 p. 12° \$1
- Defoe, Dan.** The life and adventures of Robinson Crusoe; [and] The further adventures of Robinson Crusoe; il. by Gordon Robinson. [Complete ed.] N. Y., Crowell. 278; 237 p. pls. (part col.) D \$1.25 n.
- Denison, Eldredge.** Ballads and lyrics. Bost., Sherman, French. c. 157 p. D \$1.25 n.
- Dillon, Emile Jos.** From the triple to the quadruple alliance; why Italy went to war. [N. Y., Doran.] '15 12+242 p. por. O \$1.50 n.
- Statement of the reasons for the active part the Italian nation, as such, took in forcing the declaration of war against Austria in 1915. Considers that the readjustments after the war will not alter the relations between Italy and her old enemy—France.
- Donahey, W:** The Teenie Weenies; pub. by the courtesy of the *Chicago Tribune*. Chic., Reilly & Britton. c. no paging il. col. pls. obl. Q bds. 60 c.
- Adventures of a race of little people, no taller than a match.
- Eaton, Mrs. Charlotte.** A last memory of Robert Louis Stevenson. N. Y., Crowell. c. 62 p. il. pls. pors. D 50 c. n.
- The time of this "last memory," which she describes with loving minuteness, was the farewell visit paid to Wyatt Eaton by R. L. S. just before he left the United States for the South Seas.
- Elliott, Ivo d'Oyle.** The historical precedent for the new army. N. Y., Oxford Univ. '15 25 p. 12° (Oxford pamphlets, 1914-1915) pap. 10 c. n.
- Essenbun, B:, comp.** Religious poetry; new recitations for Christmas and other occasions (English and Holland). Grand Rapids, Eerdmans-Sevensma Co. c. 72 p. 8° pap. 35 c.
- Evans, G: W., and Marsh, J: A.** First year mathematics. N. Y., C. E. Merrill. c. 253 p. diags. 12° 90 c.
- Finney, Harry Anson, and Brown, Jos. Clifton.** Modern business arithmetic; brief course. N. Y., Holt. c. 5+298 p. il. forms map O 85 c.
- Fitch, G:** Petey Simmons at Siwash; il. by G. C. Widney. Bost., Little, Brown. c. 244 p. pls. D \$1.25 n.
- Adventures of Petey Simmons during four years at the fresh-water college Siwash. How as a callow freshman he encountered a confidence man at the outset. How he was treated by the frats. How he lived through six master passions in a year, and, finally, took to English history as a means to winning the regard of Martha Scroggs.
- Freitag, Gustav.** Doctor Luther; tr. by G. C. L. Riemer. Phil., Lutheran Publication Soc. c. 203 p. il. pls. pors. D \$1 n.
- Fun and frolic painting and drawing book.** N. Y., Hurst. c. no paging il. (part col.) obl. D bds. 50 c.
- Gehman, H: Snyder.** The interpreters of foreign languages among the ancients; a study based on Greek and Latin sources; a dissertation presented to the faculty of the Graduate School of the University of Pennsylvania, in partial fulfillment of the requirements for the degree of doctor of philosophy. [N. Y., G. E. Stechert.] 67 p. O pap. 75 c.
- Gilbert, H:** The boys' book of pirates; il. by J. Finnemore. N. Y., Crowell. 318 p. pls. O \$1.50
- Chronicles the mad, bad doings of the sea-rovers, from the time when Caesar dealt with them until the seas were swept free of them forever. Pictures them in the different guises they wore—Saxon, Moor, Turk, Spaniard and Englishman.
- Goldfrap, J: H:** [Howard Payson, Wilbur Lawson, pseud.] The boy scouts' campaign for preparedness; with il. by C. L. Wrenn. N. Y., Hurst. c. 307 p. pls. D (Boy scout ser.) 50 c.
- The boy scouts under sealed orders; with il. by C. L. Wrenn. N. Y., Hurst. c. 310 p. pls. D (Boy scout ser.) 50 c.
- The ocean wireless boys on the Pacific; il. by Arth. O. Scott. N. Y., Hurst. c. 301 p. pls. D (Ocean wireless ser.) 50 c.
- Gordon, G: Angier, D.D.** Fealty to the ideal. Bost., Pilgrim. c. '15 31 p. 12° (Envelope ser.) pap. 25 c.
- Goss, G: E.** Life saving. N. Y., Assn. Press. c. 15+150 p. il. D \$1
- Explicit instruction, in text and illustration, of the strokes and holds to use in rescuing drowning people, and of the methods of resuscitation.
- Grahame, Kenneth, comp. and ed.** The Cambridge book of poetry for children; decorations by Maud Fuller. N. Y., Putnam. c. 302 p. 8° \$1.50 n.
- Groves, Ernest R.** Moral sanitation. N. Y., Assn. Press. c. 8+128 p. S 50 c.
- Makes available, in compact form, those new results in the field of psychology which are most useful to the social worker. Using the Freudian theory, it shows how the emotions can be controlled or developed in childhood.
- Hagar, G: J.** Plain facts about Mexico; the country, states and cities, the people, the resources, government and statistics. N. Y., Harper. c. 80 p. double map tabs. D 50 c. n.
- Convenient summary of the economic conditions. Disregards history and present disturbances.
- Hankins, Maude McGehee.** Daddy Gander rhymes for little children. N. Y., Crowell. c. '15-'16 96 p. il. D 50 c. n.
- Hawes, J: Bromham, 2d, M.D.** Consumption; what it is and what to do about it. New and enl. ed. Bost., Small, Maynard. c. 9+118 p. il. pls. D (Welfare ser.) 75 c. n.
- New edition includes chapters on occupations for consumptives, on non-pulmonary tuberculosis, and

on the present status of campaigns against the disease.

Helms, E. W. Reflections of a cornfield philosopher. N. Y., Crowell. c. 58 p. D 50 c. n.

Collections of dry sayings that express a whole-some view of life.

Hendrick, Fk. The wastrel hoard; a drama of the greater love. N. Y., Puritan Play Co. c. 7—260 p. il. por. music 8° \$2

Heyns, W. Gereformeerde geloofsleer; verklaring (exposition of Reformed doctrine in the Holland language). Grand Rapids, Eerdmans-Sevensma Co. 335 p. 8° \$1.60

Holman, L. Arth. Scenes from the life of Benjamin Franklin; reproductions of paintings by C. B. Mills in the Franklin Union, Boston. Bost., Small, Maynard. c. 16+83 p. pls. Q bds. \$2

Text covers representative phases in the life of Benjamin Franklin as pictured in the frieze in the Franklin Union Building, Boston. This industrial school and its equipment are the results of Franklin's bequest to his native city.

Horton, Isabelle. Ted of McCorkle's Alley. N. Y. and Cin., Abingdon Press. 88 p. front. D 35 c. n.

Story, with its characters taken from fact, about the work a deaconess did in the slums.

Hough, Lynn Harold, D.D. The man of power; a series of studies in Christian efficiency. N. Y. and Cin., Abingdon Press. c. 140 p. S 75 c. n.

Brief sketches on the characteristics of the efficient mind, conscience, will, etc.

John Martin's annual; a jolly big book for little folks. N. Y., Platt & Peck, 354 Fourth Ave. c. 350 p. il. 8° \$1.25

Kennan, G: The Chicago and Alton case; a misunderstood transaction; Misrepresentation in railroad affairs; The psychology of Mr. Roosevelt. 3 v. Garden City, N. Y., Doubleday, Page. 72 p. 12° (Priv. pr.)

Ker, Edm. T: Women who have made good. N. Y., Platt & Peck. c. 96 p. 16° (Inspirational ser.) 35 c.

Lonkhuizen, J. Van. Billy Sunday; een beeld uit het tegenwoordige Amerikaansche Godsdiensstige leven. Grand Rapids, Eerdmans-Sevensma Co. 155 p. il. 8° bds. \$1

Lovett, Rob. Williamson, M.D. The treatment of infantile paralysis; with 113 illustrations. Phil., Blakiston. c. 9+163 p. O \$1.75 n.

Presented in plain language, without discussion of theories, book will supply the practitioner, masseuse and student with a practical working guide to treatment of infantile paralysis. Section on examination is account of anatomical function as applied to diagnosing the disease. Section on muscle training gives the most advanced gymnastics.

Luckock, Halford E., and Cook, Warren F. The mid-week service. N. Y. and Cin., Meth. Bk. Concern. c. 109 p. S 35 c. n.

After dealing with prayer-meeting convictions, standards, and experiences, book describes fifty or sixty typical prayer meetings, showing how this service has been adapted to present-day needs and methods.

Mādhava Achārya. The Sarva-darsana-samgraha; or, review of the different systems of Hindu philosophy; tr. by E. B. Cowell and A. E. Gough. Popular ed.

[N. Y., Dutton.] 9+281 p. O (Trübner's Oriental ser.) \$2.50 n.

Marden, Orison Swett, and MacGrail, Jos. F. Selling things. N. Y., Crowell. c. 275 p. D (Marden efficiency books) \$1 n.

Discusses making a favorable impression, how to get attention, sizing up the prospect, closing a deal, a salesman's clothes, the stimulus of rebuffs, meeting competition, etc.

Mason, W: Lesley, comp. Exercises on the lessons in the Cumulative speller and shorthand vocabulary. N. Y., Pitman. 56 p. D pap. 35 c.

Mother Goose. Animal Mother Goose painting and drawing book; with rhymes. N. Y., Hurst. c. no paging il (part col.) obl. 12° with crayons bds. 75 c. bxd.

Woodland friends of Peter Rabbit. N. Y., Hurst. c. no paging il. col. pls. S (Peter Rabbit ser.) 50 c.

Mother Goose rhymes, with pictures of animals.

Mother's story hour. N. Y., Platt & Peck. c. 352 p. il. 8° \$1

Murray, Sir Ja. A: H:, and others, eds. A new English dictionary on historical principles; founded mainly on the materials collected by the Philological Society. [Re-issue in quarterly pts.] [July pt. of v. 9] Stead-Stillatim. N. Y., Oxford Univ. 881—960 p. F bds. 85 c.

My blue painting and drawing book; for young folks. N. Y., Hurst. c. no paging il. (part col.) obl. D bds. 35 c.; with crayons 50 c. bxd.

My favorite painting and drawing book; with alphabet. N. Y., Hurst. c. no paging il. (part col.) obl. D bds. 25 c.

My red painting and drawing book; with pictures of birds. N. Y., Hurst. c. no paging il. (part col.) obl. D bds. 35 c.; with crayons 50 c. bxd.

Nicholson, Soterios. War or a united world. Wash., D. C., Wash. Pub. Ho. [Union Trust Bldg.] c. 325 p. il. pls. pors. O \$2

Resumé of the wars and resultant coalitions and political developments in European history. Proceeds from this to examination of the causes of the present war and of war in general. Concludes with an outline for an international movement that would give peace with justice.

Old Mother Hubbard painting and drawing book; il. [part col.] by Harry Otis Kennedy. N. Y., Hurst. c. no paging obl. D shaped bds. 50 c.

Otten, Jos. The parish hymnal. 2d ed. St. Louis, Herder. 11+252 p. 16° 25 c. n.

Painting and drawing book; with story of The three bears. N. Y., Hurst. c. no paging il. (part col.) obl. D shaped bds. 50 c.

Peter Rabbit (The) cut-out book; a book of picture building for children. N. Y., Hurst. c. no paging il. (part col.) obl. D bds. 60 c. bxd.

Pohle, Joseph, D.D. Dogmatic theology. v. 9, The sacraments; Pt. 2, The holy eucharist. St. Louis, Herder. 8+408 p. 8° \$1.75 n.

Publishers' Weekly, comp. The American

educational list: 1916. N. Y., R. R. Bowker Co. 187—338 p. O 50 c. n.

Quinton, Pauline Brooks. The locust flower; and The celibate; two plays. Bost., Sherman, French. c. 102 p. D \$1 n.

Ransom, Ida Putney, ed. A book of quotations; collected and arranged. Mitchell, S. D., Educator Sch. Supply Co. c. 208 p. 8° 75 c.

Reisner, Christian Fichthorne. Prayers for eventide. N. Y. and Cin., Abingdon Press. c. 79 p. T 25 c. n.

Roy, Mrs. Lillian Eliz. Becker. Birds' winter nest. N. Y., Platt & Peck. c. 304 p. il. 12° (Blue bird ser.) 60 c.

Sargent, Epes Winthrop. Technique of the photoplay. 3d ed. N. Y., Moving Picture World. c. 8+398 p. 12° \$3

Scott, Florence E. Through the Yellowstone with Paul and Peggy; il. by Arth. O. Scott. N. Y., Hurst. c. 311 p. pls. D 60 c.

Sheldon, H. Clay, D.D. A four fold test of Mormonism; failure of pro-Mormon apology to impair the test. N. Y. and Cin., Abingdon Press. c. 153—191 p. S pap. 10 c. n.

Supplementary to author's book published last year. Replies to "The case against Mormonism," which attempts to refute Dr. Sheldon's protest against the divine origin of the religion.

Theosophy and New Thought. N. Y. and Cin., Abingdon Press. c. 185 p. S 50 c. n.

Separate, critical analysis of these two cults. Concludes that Christianity holds all their best elements and in fuller form.

Sinclair, Bertrand W. Big timber; a story of the Northwest; with front. by Douglas Duer. Bost., Little, Brown. c. 321 p. D \$1.35 n.

To the lumber camp of her brother Charlie in British Columbia comes Stella Benton, when her father dies and her income ceases. Benton is not yet numbered among "big timber" in the lumber business, as is his neighbor, Jack Fyfe. Therefore he uses everybody to further his own ambition—his sister hardest of all. When she has come nearly to the end of her endurance as camp cook and general drudge, Jack Fyfe offers her a way out—as his wife. She accepts. Then another man attracts her, and she believes she has missed the best in life until circumstances show the two men in their true colors and prove that Jack was the bigger of the two.

Snaith, J. Collis. The sailor; il. by W. A. Hottinger. N. Y., Appleton. c. 454 p. pls. D \$1.40 n.

On the first leg of his course in life, 'Enery 'Arper sailed the China Seas. There was nothing in the boy to make a sailor. He escaped from this calling when he could, and followed one thing and another until he tacked and sailed toward the land of authorship. He made slow progress, handicapped by a degrading marriage. The years before the mast became his copy and Mary Pridmore his inspiration. Their friendship grew into love, and in honor to her, he went away. But in a few years "the sailor" tacked again and headed straight for port.

Sooy, J. M., M.D. Episodes of a quaint countryside. Phil., W. Sooy Pub., 1524 Chestnut St. c. '15 7+409 p. il. pls. D \$1.35

Episodes in the lives of a group of village folk on the Atlantic seaboard. The Harding family, their summer boarders, and their neighbor and enemy, Dave Hollis, are the central figures. Incidents are concerned chiefly with the exploits of a band of daring wreckers, the mortgage hanging over the Hard-

ing home and the love of Nan Harding and George Hartzwell, one of the summer boarders.

Sorensen, H. R., and Vaughn, S. J. Hand-wrought jewelry. Milwaukee, Bruce Pub. [Montgomery Bldg.] c. 102 p. il. figs. D \$1

For student craftsmen. Describes in detail the actual making of jewelry from the simplest to the most difficult processes of working complicated patterns and mounting precious stones in gold.

Speed, Nell. Vacation with the Tucker twins; with 4 half-tone il. by Arth. O. Scott. N. Y., Hurst. c. 313 p. pls. D 60 c.

Spens, Janet. An essay on Shakespeare's relation to tradition. [N. Y., Longmans.] 10+102 p. D 90 c. n.

Study suggested by Gilbert Murray's lectures on "The ritual forms preserved in Greek tragedy."

Spyri, Johanna Heusser. The rose child; tr. by Helen B. Dole. N. Y., Crowell. c. 62 p. il. col. pls. D 50 c. n.

About a little orphan who is passionately fond of roses and earns her way by picking flowers. However, she is not too poor to help a poorer widow. At last, the widow's wandering son returns, and want flies out the window to return no more.

U. S. Federal Trade Commission. Fundamentals of a cost system for manufacturers. Wash., D. C., Gov. Pr. Off. 31 p. forms O pap.

A system of accounts for retail merchants. Wash., D. C., Gov. Pr. Off. 19 p. forms O pap.

Waller, Edith. English-Italian phrase book for social workers; a phrase book for the use of social workers, teachers, physicians and nurses. [Morristown, N. J., Daily Record.] c. 178 p. 16° 75 c.

Weber, Max. Essays on art. [N. Y., L. J. Gomme.] c. 77 p. Q pap. \$1.25 n.

Studies of art's quality, its means, purity, purpose and urge as understood by one of the modern art rebels.

Welch, Herb., and others. The Christian college. N. Y. and Cin., Meth. Bk. Concern. c. 78 p. D 50 c. n.

Contents: The ideals and aims of the Christian college, by President Welch, of Ohio Wesleyan College; The importance of the Christian college as a factor in the making of America, by President King, of Oberlin College; The product of the Christian college in men and movements, by Secretary Nicholson, of the Board of Education of the Methodist Episcopal Church.

Wilson, Woodrow. The president of the United States. N. Y., Harper. c. '08-'16 70 p. S 50 c. n.

Analysis was written as part of "Constitutional government of the United States," published in 1908. It is of peculiar interest to see how the author's ideal of the office and his practice have met.

Wright, Harold Bell. When a man's a man; a novel; il. and decorations by the author. Chic., Book Supply Co. [231-233 W. Monroe St.] c. 348 p. D \$1.35

A stranger came to Cross-Triangle Ranch, in the Williamson Valley, Arizona, and under the name of Honorable Patches hired as a rancher. As the stranger was not of the ranch world, he was evidently from the first regarded with suspicion. However, he won the regard of foreman of the ranch, Phil Action. Patches came to know Kitty Reid, the girl whom Phil loved, and with neither caring deeply, an engagement ensued. An accident to Phil helped to convince Kitty of her love for him, and with the appearance of Helen Manning, a former school friend of Kitty's the mystery of the stranger's identity was cleared up.

The Publishers' Weekly

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Hunter, Dr., Sketches of Western N. C. History.
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Mt. Butler's Statement, originally prepared in aid of his Original Counsel, Phila., 1849.
Atlas by Lavoisne, Carey & Sons, Phila., 1820.
Court of Common Pleas, June Term, 1848, containing Butler Divorce Case.
Emory, U. S. and Mexican Boundary Survey, vol. 2.
Keary, Castle Daly.
Gegoux, Fanny Kemble, pub. by John Spratt, London, 1820.
Elliot, Sam. (editor), Poetry for Children, H. M. & Co., 1879.
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Southern Magazine, Aug., '93, Dec., '94, Mar., '95.
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 Elgee, C. H., Practical Hints on Pigeons, (contained in *United States Service Magazine* 22).
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 Metaphysics of the School, Thomas Harper.
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